



Beware of Tainted Bargains

By Mrs. Maud Nathan

Bargain Hunting an Expensive Recreation—Bargains Legitimate and Otherwise—Sweat Shop Clothing Often Physically Tainted—Morally Tainted Bargains—Even More Dangerous—Smuggling Goods Encourages Unscrupulous Merchants—Lace Made at Cost of Poor Woman's Eyesight—Purchasers Should Demand a Guaranty—The Perils of Tenement-Made Baby Underwear.

Frederick Nathan is one of the most prominent of the United States of America. His time is given to the most practical charities. Mrs. Nathan is a graceful and interesting lecturer on subjects relating to reform by women. She was the original vice president of the Woman's Municipal League, a director of the Congress of Liberal Religions, and the Southern Library Fund and of the Council of Women.

The word bargain to the average man is very much like the word deal to the average man. It tickles his palate; it awakens pleasant anticipations. The woman who is offered a bargain and the man who is offered a deal both hope to get something for the expense of some one else. They are getting something they do not desire, perchance what is not good for them; but the temptation to avail themselves of the opportunity, in either case, is hard to resist.

The habitual bargain seeker is as apt to come to grief as the habitual spender. Just as the too frequent indulgence in the purchase of cheap goods weakens the moral constitution, so there is a glamour that impairs the vision, so that the defects of the bargain cannot be estimated and renders the bargain hunter oblivious of the old adage, "penny wise and pound foolish." Who does not know the shopper who refuses to buy a pair of shoes at the counter for \$2.75, but who, seeing the same articles at a bargain table the following week surrounded by a crowd of eager buyers, decides to secure one at \$2.83? She feels a triumphant thrill at having clutched and retained the very thing that her neighbor was endeavoring to secure. She glows with pride when she finds that there are no more of that design; the one she grasped such a frenzy cannot be duplicated. She admires her own perspicacity; it is well worth giving up a quarter of an hour in order to feel that to the victor belongs the spoils. Who does not meet the woman who shows a pride in the bargain she has obtained at a reduction of 12 cents, but who, in order to obtain it, was jostled and pushed about at a bargain counter for fully half an hour, and then, finding it too late to reach home in time for luncheon, has gone to a restaurant and expended three times the amount saved? This type of woman, however, probably derives more than her money's worth of pleasure from the mere idea of procuring a bargain. The recreation is harmless enough if the bargain be not a "tainted" one.

There need be no antipathy to the word bargain in itself; some bargains are wise. There need be no denunciation of all bargains. Some from the ethical point of view no woman should purchase; but any thoughtful person must concede that there are many that are legitimate. In this class we may place (1) articles that are sold cheap because they have been manufactured in modern factories with the assistance of the most modern inventions and therefore at low cost; (2) those sold cheap because manufacturers have obtained material under particularly advantageous conditions in very large quantities; (3) those where the manufacturer or merchant is overstocked; (4) those which are no longer fashionable or novel; (5) those sold at a low price as a method of advertisement. Any shopper, however conscientious, could take advantage of an opportunity to obtain a bargain that would fall in one of the above classes.

In the category of "illegitimate" bargains come (1) articles sold cheap because given out to be made under the contract system of work—a system which reduces the profits of the workers to almost nothing in order to place money in the pockets of contractors and subcontractors; (2) arti-

cles in sweatshops, where amid unwholesome surroundings the workers are compelled to toil 14 and 16 hours a day—poor folk who must pay the rent of the workrooms, pay for the lighting and heating of them, for the machinery and tools and for the delivery of goods; (3) articles sold cheap because children under legal age have been employed, or the factory laws in other ways violated, or because the workers have not received a fair living wage for their work or have been in some other way imposed upon for selfish and avaricious purposes.

Dangers lurk in many so-called bargains, such as cheap wall paper that exudes arsenic, cheap plumbing that causes illness, cheap medicine that does not cure. There is, however, a large class of intelligent and well-to-do shoppers who entirely ignore the dangers lurking in another class of bargains. I know a mother who so carefully guarded her child that she had never allowed her to ride in a street car nor play in the park with other children, nor go to any school, lest she might contract some contagious disease. Yet this same careful mother had purchased a cheap cloak ready made, at a well-known establishment, where only the "cut-made" clothing was made in the firm's own workrooms, the rest being purchased from manufacturers who shirked all responsibility by giving their work out to be done under the contract system. The child died from scarlet fever. Where caught? No one knows. But another case came under my personal observation, where investigation was possible. A woman bought a shirt waist at a bargain counter a few years ago and shortly after wearing it noticed a peculiar rash on her body. This proved to be a well-known skin disease, which the physicians found difficult to cure. Her husband made a search and discovered that the shirt waist had been made in a dirty sweatshop by a young girl who for years had been a victim of this disease. These bargains were indeed costly to the purchasers, and the foolishness of buying sweatshop bargains, physically tainted, becomes at once apparent.

It is conceded that tuberculosis is infectious; it is an established fact that many of the tenement houses in that quarter of New York city known as the "east side" are filled with tuberculosis germs; the dried tubercle has been found in the dust taken by way of experiment from different houses at random. There are about 104,000 people in the entire state of New York employed in the garment-making industry and of this number about 80,000 work in this crowded tenement-house district. Men, women and children in the last stages of consumption work until they are too weak to sit up, and the garments made in these infected hovels are distributed all over the country. Is there any wonder that one-seventh of the entire number of deaths is due to tuberculosis? Persons living in Kalamazoo, Topeka, Richmond or Savannah are just as likely to buy these germs with their garments as though they purchased them in New York.

However harmful the results may be from buying physically tainted bargains, those that are morally tainted ultimately cost more to the community, if not immediately to the individual. The consequences are much farther reaching and more difficult to overcome. Would one buy stolen goods knowingly, however cheap they might be? Some would refrain, no doubt, for fear of the legal penalty involved, but the consciences of the majority of people would rebel from the idea of thus encouraging robbery. Yet how many would refrain from buying goods that are cheap because part of the time or wages or health of helpless working girls has been practically stolen in order to sell the articles at a low figure? Most people's consciences are rather elastic in regard to buying smuggled goods or even to personal smuggling. Many who would scorn to swindle an individual boast of their ability to swindle a large group of individuals representing the national government. Usually the people who enjoy cheating the government out of its dues are first to rush to its representatives for protection.

It may be pertinent to ask those who consider smuggled goods "bargains" whether they take into consideration the fact that they may be called upon to pay extra taxes for the building of workhouses, reformatories and penitentiaries should factories be shut down; whether they realize that to help build up the business of unscrupulous merchants they actually help wreck the business of their high-principled competitors and thus lower all business standards; whether they appreciate that they must contribute toward defraying the cost of extra detective service for the customs office, made imperative by smugglers, in short, can they call any goods "bargains" when the cost is official bribery and corruption, a cost so great that it cannot be measured in dollars and cents?

The output of any industry carried on under conditions that make for degradation and misery and undermine physical health or moral character is costly to the community, however cheap the product may be when ever cheap the product may be when put upon the market. Sound physical health, morality, energy, a high standard of civic character, aesthetic or artistic taste, are what enrich and ennoble a community. Industry alone cannot do it, else would some of our mining towns or stone-quarrying villages or lumber districts be typical of our highest civilization. The fact is that if miners, stone quarriers or lumbermen are kept at work from early dawn until evening on such a pittance that their homes are mere hovels, if

they have no places of recreation save the saloon and the gambling den, it is not likely that they will be inspired by noble thoughts or be moved to perform heroic deeds. Walt Whitman summed it all up: "A great city is that which has the greatest men and women; if it be a few ragged huts it is still the greatest city in the world."

It will be asked how can we distinguish between tainted and wholesome bargains? Many women, realizing the evils that underlie the bargain system, have satisfied their consciences by refusing to purchase goods that are sold below the market price. They delude themselves into believing that if they pay a high price for their purchases they are supplying their wants according to a high ethical standard. The fallacy of this line of action is most apparent. Some of the most costly garments have been wrought out of the most tragic elements in life; some of the very cheapest have been made from start to finish under the very best possible conditions. High-priced hand-made lace made at the cost of the eyesight of some wretched, underpaid woman is a tainted bargain to be spurned by all self-respecting women, while cheap Nottingham lace, machine-made in model factories, under the most wholesome conditions, could, if viewed in the proper light, be worn with pride by a duchess.

The purchaser must demand a guaranty that the article offered for sale has been made under proper conditions. We do not buy real estate without searching the title; we do not buy cutlery without looking for the name of the manufacturer as a pledge that the steel is well tempered. When we buy china we look for the mark to guide us in selecting the ware. Let us take the same means of ascertaining whether the garments we buy are made in bright, well-ventilated sanitary factories or in dark, dirty, disease-infected hovels. There are a considerable number of manufacturers of women's white underwear using the label of the National Consumers' league, a label that is only given to those manufacturers who have all their work done on their own premises and given after the factories have been inspected and the executive committee of the league is convinced that the conditions are perfectly satisfactory.

Merchants are beginning to realize that their customers are demanding in goods something more than quantity or quality, or even style, and it is interesting to note the recent change in the character of advertisements, due to this gradual awakening of the consumers' conscience in regard to bargains.

A few years ago the merchants contended that it was not the business of the purchasers to inquire into the conditions of manufacture under which their garments were made and that it was a piece of impertinence on their part to endeavor to acquaint themselves with the true nature of their purchases. They therefore advertised merely the quality of goods or the style of garments they placed on their counters. But consumers, having learned to demand proper conditions in slaughter houses, bakeries and dairies, are at last beginning to be aroused to look into the conditions surrounding the manufacture of clothing. To-day we find such advertisements as the following:

"Made by clean, contented and well-paid people with plenty of time. No 'Song of the Shirt' horrors are stitched into our garments."
"Baby clothes safe to wear. It is a well-known fact that many garments offered for sale at low prices and sometimes even the better grades are manufactured in tenements or other unwholesome places under conditions that make it hazardous to wear them, especially for infants and small children. We cannot tell where these goods are to be found, but we can tell you about the other kind—made in light, clean workrooms."
"Sensible women all over this country are combining and organizing in an effort to put an end to the sale of sweatshop, nonsanitary under and outer clothing. These women are looking for a label—the one that we show above. It is a guaranty that the garment which bears it is made under clean and healthful conditions."

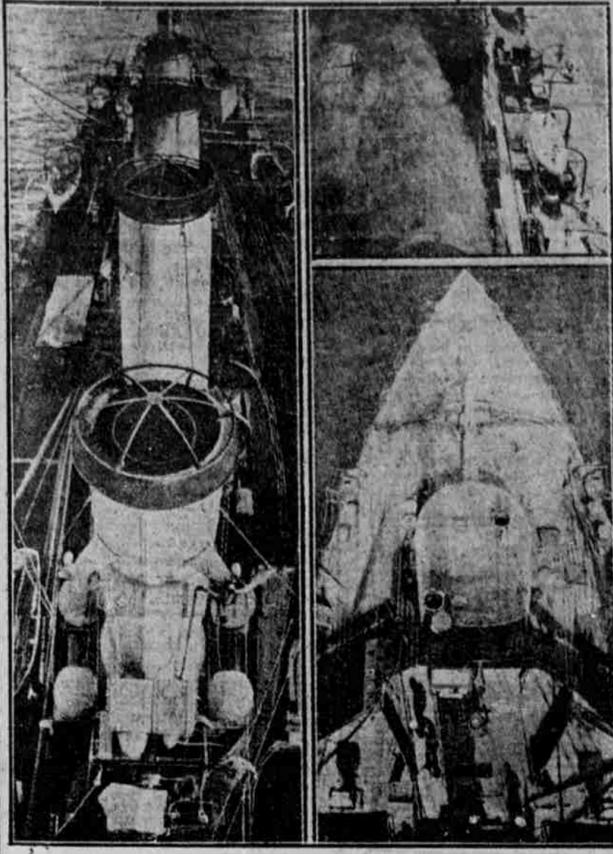
Do not such advertisements suggest that the public conscience is awakening?

There is never a supply of anything until there is a demand. The consumers, who make the demand for articles actually create the supply. Every one who purchases a garment that has been made in a sweatshop is helping to swell the output of such goods. The sweatshop system of work is most degrading and has dragged the garment-making industry down to a shockingly low level. When the consumer insists upon maintaining the right to know how the articles purchased are made, then the merchant will be forced to demand of the manufacturer a guaranty of his responsibility.

Even a cheap Bible may be a "tainted bargain" if the book is sold cheap because the workers have not been paid a fair wage for the printing and binding. There is a standard of morality for spending money just as there is one for earning money.

Ideal Friendship.
Of all intellectual friendships, none are so beautiful as those which subsist between old and ripe men and their younger brethren in science or literature or art. It is by these private friendships, even more than by public performance, that the tradition of sound thinking and great doing is perpetuated from age to age.—Philip Gilbert Hamerton.

A CRUISER FROM ALOFT.



What the upper deck of a cruiser looks like from the foretop. (1) Looking aft; (2) Looking aft—the vessel cleared for action and steaming fast; (3) Looking forward—the vessel cleared for action and steaming fast.

WHERE WOMEN RULE.

NORWAY, ME., WORLD'S MOST DISTINCTLY FEMININE CITY.

Sex Supreme in All Vocations—Banks, Hotels, Post Office and Meat Markets All Managed by "Skirts."

Norway, Me.—Frills, furbelows and chiffon do the actual business of this bustling thriving New England town. In every line of commerce and finance, trade and profession, the gentler sex of Norway is successfully engaged, and it is the most distinctly "woman's town" in America. The women not only clothe, hat and shoe the population, but they gracefully preside over meat markets, the post office and three hotels. The women of Norway marry the living and bury the dead. Legal disputes are settled by a feminine justice of the peace. Sick and wound-

ed are administered to by a woman doctor. The countryside is photographed by another woman. For 22 years the checks of the bank have been cashed by a small white woman's hand, while a quarter of a century is the period that a woman has swayed the morals, opinions and politics of the town through the columns of her paper. A director in the street railway and the corporation that lights the village is a woman, and she attends each and every meeting of the directorate and gets her pay for attendance with the same regularity that old Uncle Russell Sage did. Yet it cannot be said that the fair ones of Norway compete with the men. The latter are too gallant to permit of competition. They simply loaf back in their big comfortable arm chairs and admiringly tell what their women "folks" can do. The S. B. & Z. S. Prince store is

not only owned by two sisters, but everything in the shop is done by women. The only connection that a man can have with this establishment is as a purchaser.

Across the street from Miss Prince is a shoe store conducted by Miss Edith Smith. Mrs. Laura A. Sanborn can set the type, feed the press and set up the copy for the Norway Advertiser as easily as she can write its editorials.

"I was a good adder and that is the way I started in the banking business," is the modest explanation that Cashier Stella B. Pike gives of her association with the Norway National bank. "I soon found out, though, that it took more than an adder of figures to be a financier. But women are especially adapted for the banking business. We are by nature honest, and that is the thing that tells in a bank."

If there is not a preacher handy and a couple wish to get married, Miss Margaret A. Baker is the one whom the swain seeks out. As the justice of the peace she is permitted to perform the marriage ceremony, to acknowledge deeds and administer oaths.

This justice of the peace has a clever young sister, Miss Jennie P. Baker. She is one of the most capable business women in Norway, managing a large dry goods store, the proprietor of which lives in Portland. Miss Jennie is about 25 years old.

Caring for the dead is one of the necessary things of life. Miss Grace Thayer owns a large undertaking establishment and is licensed as an undertaker.

For eight years Dr. Annette Bennett has been the town physician. The walls of the studio of Miss Minnie F. Libby are covered with such fine examples of photography that her art should have a national reputation.

The hotel women of this place are noted far and near. Martha C. Whitmarsh came to be the proprietor of the Elm house. She delights to tell of the times, 40 years ago, when the stage, with four, used to dash up to her tavern door. Mrs. Lizzie Woodman is the proprietor of the Beale house. Her sister, Mrs. Ella Tibbitts, was also a hotel keeper, but she has retired rich.

One of the biggest butcher shops in Norway is run by Mrs. Owen P. Brookes, whose husband insists that he never made money until his wife was behind the counter.

There are a couple of women among the large group of money-makers who attend simply to the growing of their fortunes. Miss Elizabeth B. Deal is a director in the Norway & Paris Street Railway company, and she is also a director in the corporation that operates the electric lighting and power for the village and adjacent land.

There is little or no crime in Norway. The town has not a saloon, and liquor is not even sold on the quiet. The men do smoke, but the women are hoping that the time will come, and come soon, when this "vicious" habit will not be indulged in by the voting population.

WINS FORTUNE IN ALASKA.

Miner Patents Piece of Ground Overlooked by Famous Company.

Sioux Falls, S. D.—John Johnston, a former resident of western South Dakota, according to letters which have been received from Juneau, Alaska, where he now is, has "struck it rich" and is in a fair way to become a millionaire.

He is at present having a contest in the courts with the famous Treadwell Mining company over a strip of valuable mining ground which the company was supposed to own, but which it is alleged was never properly located. Johnston located the strip under the mining laws of the district and applied for a patent, but this was held up and delayed by various court processes until recently, when the application for the patent was granted.

The railroad of the Treadwell company, part of one of the company's great mills, and some new oil tanks belonging to the company are all on the strip of ground to which Johnston has obtained a patent. The strip is between the big dividend payers of the Treadwell company, and it was a serious proposition to the company to learn that so valuable a piece of mining property had been overlooked.

In addition to this strip, Johnston has received patent for a group of copper claims on Kopperinoff island, for which he has been offered the sum of \$75,000. He also has recently concluded a sale of some property on Douglas island for \$150,000. Johnston announces that he will make a visit to his old home in South Dakota this summer.

Man Takes Bride's Name.

Baltimore, Md.—Dr. Annie E. Copelan was married to Abraham Erott Copelan, formerly Abraham Erott. Dr. Copelan, who received her M. D. from the University of Maryland four years ago, has built up a fine practice. She loves Erott, but she did not wish to have her shingle relettered "Dr. Annie R. Erott, formerly Copelan."

So Mr. Erott, a student in the university dental department, decided that the best thing to do was to change his name to Copelan, and the courts obliged him.

Friends of the Copelans foresee confusion when Copelan, born Erott, becomes D. D. S. Suppose a man dialoques his thigh and hobbles to the Copelan office, "Is Dr. Copelan in?" "Yes. Which one do you want, your leg or your tooth?"

ALFONSO IN HIS AUTO.



Snapshot at the royal Spanish father, taken a few hours after his heir was born, as he set out in his motor car to have some of his favorite sport, pigeon shooting. The populace cheered him enthusiastically, and the King was in high spirits, having been assured that his wife and son were doing well.

A Novel Church on Wheels.

Unique Chapel Car, With Bishop Hennessy in Charge, to Tour Kansas.

Wichita, Kan.—A chapel car, the only one of its kind in the world, has been brought to Wichita from Chicago. The car was made in the Pullman car shops at Pullman, Ill., a suburb of Chicago.

The chapel car will be in charge of Bishop Hennessy until next December. In this time the bishop, assisted by a priest and a cook, will tour the branch lines of the railroads through Kansas. He will stop at the towns and gather the scattered members of the church for the purpose of administering to them the sacraments of the church, instructing the young and lending financial assistance to the poor.

The first of the novel religious ceremonies in connection with the chapel car was seen in Chicago, when the small, convenient church on wheels was dedicated under the auspices of the Catholic Church Extension society by Archbishop Quigley, of Chicago. The "chapel car" is the gift of Ambrose Perry, of New York. Excepting

has never been used, it is the only one of the kind.

The car was built on the model of the Pullman private car. It is fitted with the necessary accessories for travel. It contains two sleeping apartments, a kitchen and a library. The distinctive feature is the chapel, built to accommodate 50 persons. It contains an altar and a confessional, where the various sacraments of the church can be administered. The car, with its fittings, is valued at \$15,000.

Historic Cottage to Go.

New York.—Summer residents at Easthampton, L. I., are disappointed to learn that the John Howard Payne "Home, Sweet Home" cottage there is likely to be sold within a few days to a Brooklyn man. He is expected to alter and remodel it as to destroy its identity. When the wardens of St. Luke's Episcopal church bought the Payne property last year, some of the summer cottagers endeavored to raise a fund with which to buy the cottage, but without success.